## FIRST REGULAR SESSION

[RE-CORRECTED]

[TRULY AGREED TO AND FINALLY PASSED]

HOUSE COMMITTEE SUBSTITUTE FOR

SENATE SUBSTITUTE FOR

SENATE COMMITTEE SUBSTITUTE FOR

## SENATE BILL NO. 1

## 95TH GENERAL ASSEMBLY

2009

0404L.09T

## AN ACT

To repeal sections 333.011, 333.091, 333.101, 333.121, 333.151, 333.221, 333.241, 333.251, 436.005, 436.007, 436.011, 436.015, 436.021, 436.027, 436.031, 436.035, 436.038, 436.041, 436.045, 436.048, 436.051, 436.053, 436.055, 436.061, 436.063, 436.065, 436.067, 436.069, and 436.071, RSMo, and to enact in lieu thereof forty new sections relating to preneed funeral contracts, with penalty provisions.

Be it enacted by the General Assembly of the State of Missouri, as follows:

Section A. Sections 333.011, 333.091, 333.101, 333.121, 333.151, 333.221,

- $2 \quad 333.241, 333.251, 436.005, 436.007, 436.011, 436.015, 436.021, 436.027, 436.031,$
- 3 436.035, 436.038, 436.041, 436.045, 436.048, 436.051, 436.053, 436.055, 436.061,
- 4 436.063, 436.065, 436.067, 436.069, and 436.071, RSMo, are repealed and forty
- 5 new sections enacted in lieu thereof, to be known as sections 333.011, 333.091,
- $6\quad 333.101,\ 333.151,\ 333.221,\ 333.251,\ 333.310,\ 333.315,\ 333.320,\ 333.325,\ 333.330,$
- 7 333.335, 333.340, 436.400, 436.405, 436.410, 436.412, 436.415, 436.420, 436.425,
- 8 436.430, 436.435, 436.440, 436.445, 436.450, 436.455, 436.456, 436.457, 436.458,
- 9 436.460, 436.465, 436.470, 436.480, 436.485, 436.490, 436.500, 436.505, 436.510,
- 10 436.520, and 1, to read as follows:

333.011. 1. As used in this chapter, unless the context requires otherwise,

- 2 the following terms have the meanings indicated:
- 3 (1) "Board", the state board of embalmers and funeral directors created

EXPLANATION—Matter enclosed in bold-faced brackets [thus] in this bill is not enacted and is intended to be omitted in the law.

- 4 by this chapter;
- 5 (2) "Embalmer", any individual licensed to engage in the practice of 6 embalming;
- 7 (3) "Funeral director", any individual licensed to engage in the practice 8 of funeral directing;
- 9 (4) "Funeral establishment", a building, place, crematory, or premises 10 devoted to or used in the care and preparation for burial or transportation of the 11 human dead and includes every building, place or premises maintained for that 12 purpose or held out to the public by advertising or otherwise to be used for that 13 purpose;
- 14 (5) "Funeralmerchandise", caskets, grave vaults, receptacles, and 15 other personal property incidental to the final disposition of a dead 16 human body, including, grave markers, monuments, tombstones, and 17 urns;
- 18 (6) "Person" [includes a corporation, partnership or other type of business 19 organization], any individual, partnership, corporation, cooperative, 20 association, or other entity;
- [(6)] (7) "Practice of embalming", the work of preserving, disinfecting and preparing by arterial embalming, including the chemical preparation of a dead human body for disposition. Practice of embalming includes all activities leading up to and including arterial and cavity embalming, including but not limited to raising of vessels and suturing of incisions of dead human bodies for funeral services, transportation, burial or cremation, or the holding of oneself out as being engaged in such work;
- [(7)] (8) "Practice of funeral directing", engaging by an individual in the business of preparing, otherwise than by embalming, for the burial, disposal or transportation out of this state of, and the directing and supervising of the burial or disposal of, dead human bodies or engaging in the general control, supervision or management of the operations of a funeral establishment;
- 33 (9) "Preneed agent", any person authorized to sell a preneed 34 contract for or on behalf of a seller;
  - (10) "Provider", the person designated or obligated to provide the final disposition, funeral, or burial services or facilities, or funeral merchandise described in a preneed contract;
- 38 (11) "Seller", the person who executes a preneed contract with a 39 purchaser and who is obligated under such preneed contract to remit

40 payment to the provider.

2. All terms defined in sections 436.400 to 436.520, RSMo, shall be deemed to have the same meaning when used in this chapter.

333.091. Each establishment, funeral director or embalmer receiving a license under this chapter shall have [the] recorded in the office of the local registrar of vital statistics of the registration district in which the licensee practices. [The licenses or duplicates shall be displayed in the office(s) or place(s) of business.] All licenses or registrations, or duplicates thereof, issued pursuant to this chapter shall be displayed at each place of business.

333.101. The board or any member thereof or any agent duly authorized by it may enter the office, premises, establishment or place of business of any [funeral service licensee in this state] licensee or registrant, or any office, premises, establishment or place where the practice of funeral directing [or], embalming, preneed selling or providing is carried on, or where such practice is advertised as being carried on for the purpose of inspecting said office, premises or establishment and for the purpose of inspecting the license and registration of any licensee or registrant and the manner and scope of training given by the licensee or registrant to the [intern] apprentice operating therein.

333.151. 1. The state board of embalmers and funeral directors shall consist of [six] ten members, including one voting public member[,] appointed by the governor with the advice and consent of the senate. Each member, other than the public member, appointed shall possess either a license to practice embalming or a license to practice funeral directing in this state or both said licenses and shall have been actively engaged in the practice of embalming or funeral directing for a period of five years next before his or her appointment. Each member shall be a United States citizen, a resident of this state for a period of at least one year, a qualified voter of this state and shall be of good moral character. Not more than [three] five members of the board shall be of the same political party. 10 The president of the Missouri Funeral Directors Association in office at the time 11 shall each, at least ninety days prior to the expiration of the term of a board 12member, other than the public member, or as soon as feasible after a vacancy on 13 14 the board otherwise occurs, submit to the director of the division of professional 15 registration a list of five persons qualified and willing to fill the vacancy in question, with the request and recommendation that the governor appoint one of 16 the five persons so listed, and with the list so submitted, the president of the 17

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Missouri Funeral Directors Association shall each include in his or her letter of transmittal a description of the method by which the names were chosen by that association.] The non-public members shall be appointed by the Governor, with the advice and consent of the senate, one from each of the state's congressional districts be of good moral character and submit an audited financial statement of their funeral establishment by an independent auditor for the previous five years. This audited financial statement must include all at-need and preneed business.

- 2. Each member of the board shall serve for a term of five years. Any vacancy on the board shall be filled by the governor and the person appointed to fill the vacancy shall possess the qualifications required by this chapter and shall serve until the end of the unexpired term of his or her predecessor, if any.
- 30 3. The public member shall be at the time of his or her appointment a person who is not and never was a member of any profession licensed or regulated 31 32pursuant to this chapter or the spouse of such person; and a person who does not have and never has had a material, financial interest in either the providing of 33 34 the professional services regulated by this chapter, or an activity or organization directly related to any profession licensed or regulated pursuant to this chapter. 35 36 All members, including public members, shall be chosen from lists submitted by the director of the division of professional registration. The duties of the public 37 38 member shall not include the determination of the technical requirements to be 39 met for licensure or whether any person meets such technical requirements or of 40 the technical competence or technical judgment of a licensee or a candidate for 41 licensure.
- 333.221. 1. Each member of the board shall receive as compensation an amount set by the board not to exceed fifty dollars for each day devoted to the affairs of the board, and shall be entitled to reimbursement of his expenses necessarily incurred in the discharge of his official duties.
- 5 2. The board may employ such board personnel, as defined in subdivision 6 (4) of subsection [10] 11 of section 324.001, RSMo, including legal counsel, as 7 is necessary for the administration of this chapter.

333.251. Nothing in this chapter shall apply to nor in any manner interfere with the duties of any officer of local or state institutions, nor shall this chapter apply to any person engaged simply in the furnishing of burial receptacles for the dead[, but shall only apply to persons engaged in the business of embalming or funeral directing] at the time of need.

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333.310. The provisions of sections 333.310 to 333.340 shall not apply to a cemetery operator who sells contracts or arrangements for services for which payments received by, or on behalf of, the purchaser are required to be placed in an endowed care fund or for which a deposit into a segregated account is required under chapter 214, RSMo; provided that a cemetery operator shall comply with sections 333.310 to 333.340 if the contract or arrangement sold by the operator includes services that may only be provided by a licensed funeral director or embalmer.

333.315. 1. No person shall be designated as a provider, or agree to perform the obligations of a provider under a preneed contract unless, at the time of such agreement or designation, such person is licensed as a preneed provider by the board. Nothing in this section shall exempt any person from meeting the licensure requirements for a funeral establishment as provided in this chapter.

- 2. An applicant for a preneed provider license shall:
- 8 (1) File an application on a form established by the board and pay an application fee in an amount established by the board by rule;
- 10 (2) Be authorized and registered with the Missouri secretary of 11 state to conduct business in Missouri;
- 12 (3) Identify the name and address of a custodian of records responsible for maintaining the books and records of the provider 13 14 relating to preneed contracts;
- 15 (4) Identify the name and address of each seller authorized by the provider to sell preneed contracts in which the provider is 16 designated or obligated as the provider; 17
- 18 (5) File with the state board, a written consent authorizing the state board to inspect or order an investigation, examination, or audit 19 of the provider's books and records which contain information 20 concerning preneed contracts sold for or on behalf of a seller or in 21which the applicant is named as a provider; and 22
- (6) If the applicant is a corporation, each officer, director, 23manager, or controlling shareholder shall be eligible for licensure if they were applying for licensure as an individual.
- 3. Each preneed provider shall apply to renew his or her license 26 on or before October thirty-first of each year or a date established by 27 the division of professional registration pursuant to section 324.001, 28

- 29 RSMo. A license which has not been renewed prior to the renewal date 30 shall expire. Applicants for renewal shall:
- 31 (1) File an application for renewal on a form established by the 32 board by rule;
- 33 (2) Pay a renewal fee in an amount established by the board by 34 rule, however no renewal fee shall be required for any funeral 35 establishment whose Missouri license is current and active;
- 36 (3) Be authorized and registered with the Missouri secretary of 37 state to conduct business in Missouri;
- 38 (4) File an annual report with the state board which shall 39 contain:
- 40 (a) The name and address of a custodian of records responsible 41 for maintaining the books and records of the provider relating to 42 preneed contracts;
- (b) The business name or names used by the provider and all addresses from which it engages in the practice of its business;
- (c) The name and address of each seller with whom it has entered into a written agreement since last filing an annual report with the board authorizing the seller to designate or obligate the licensee as the provider in a preneed contract; and
  - (d) Any information required by any other applicable statute or regulation enacted pursuant to state or federal law.
- 4. A license which has not been renewed as provided by this section shall expire. A licensee who fails to apply for renewal may apply for reinstatement within two years of the renewal date by satisfying the requirements of subsection 3 of this section and paying a delinquent fee as established by the board by rule.
  - 333.320. 1. No person shall sell, perform, or agree to perform the seller's obligations under, or be designated as the seller of, any preneed contract unless, at the time of the sale, performance, agreement, or designation, such person is licensed by the board as a seller and authorized and registered with the Missouri secretary of state to conduct business in Missouri.
  - 7 2. An applicant for a preneed seller license shall:
- 8 (1) File an application on a form established by the board and 9 pay an application fee in an amount established by the board by rule;
- 10 (2) Be an individual resident of Missouri who is eighteen years

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- of age or older, or a business entity registered with the Missouri secretary of state to transact business in Missouri;
- 13 (3) If the applicant is a corporation, each officer, director, 14 manager, or controlling shareholder, shall be eligible for licensure if 15 they were applying for licensure as an individual;
  - (4) Meet all requirements for licensure;
- 17 (5) Identify the name and address of a custodian of records 18 responsible for maintaining the books and records of the seller relating 19 to preneed contracts;
- 20 (6) Identify the name and address of each licensed provider that 21 has authorized the seller to designate such person as a provider under 22 a preneed contract;
- (7) Have established, as grantor, a preneed trust or an agreement to utilize a preneed trust with terms consistent with sections 436.400 to 436.520, RSMo. A trust shall not be required if the applicant certifies to the board that the seller will only sell insurance funded or joint account funded preneed contracts;
- 28 (8) Identify the name and address of a trustee or, if applicable, 29 the financial institution where any preneed trust or joint accounts will 30 be maintained; and
  - (9) File with the board, a written consent authorizing the state board to inspect or order an investigation, examination, or audit of the seller's books and records which contain information concerning preneed contracts sold by or on behalf of the seller.
- 35 3. Each seller shall apply to renew his or her license on or before
  36 October thirty-first of each year or a date established by the division
  37 of professional registration pursuant to section 324.001, RSMo. A
  38 license which has not been renewed prior to the renewal date shall
  39 expire. Applicants for renewal shall:
- 40 (1) File an application for renewal on a form established by the 41 board by rule;
- 42 (2) Pay a renewal fee in an amount established by the board by 43 rule; and
- (3) File annually with the board, a signed and notarized annual report as required by section 436.460, RSMo.
- 46 4. Any license which has not been renewed as provided by this section shall expire. A licensee who fails to apply for renewal within

- 48 two years of the renewal date may apply for reinstatement by satisfying
- 49 the requirements of subsection 3 of this section and paying a
- 50 delinquent fee as established by the board by rule.
  - 333.325. 1. No person shall sell, negotiate, or solicit the sale of
  - 2 preneed contracts for, or on behalf of, a seller unless registered with
  - 3 the board as a preneed agent except for individuals who are licensed
  - 4 as funeral directors under this chapter. The board shall maintain a
  - 5 registry of all preneed agents registered with the board. The registry
  - 6 shall be deemed an open record and made available on the board's web
- 7 site.
- 8 2. An applicant for a preneed agent registration shall be an
- 9 individual who shall:
- 10 (1) File an application on a form established by the board and
- 11 pay an application fee in an amount established by the board by rule
- 12 which shall not exceed fifty percent of the application fee established
- 13 by the board under this chapter for a funeral director license;
- 14 (2) Be eighteen years of age or older;
- 15 (3) Be otherwise eligible for registration under section 333.330;
- 16 (4) Have successfully passed the Missouri law examination as
- 17 designated by the board;
- 18 (5) Provide the name and address of each seller for whom the
- 19 applicant is authorized to sell, negotiate, or solicit the sale of preneed
- 20 contracts for, or on behalf of.
- 3. Each preneed agent shall apply to renew his or her
- 22 registration on or before October thirty-first of each year or a date
- 23 established by the division of professional registration pursuant to
- 24 section 324.001, RSMo. A registration which has not been renewed
- 25 prior to the renewal date shall expire. Applicants for renewal shall:
- 26 (1) File an application for renewal on a form established by the
- 27 board by rule;
- 28 (2) Pay a renewal fee in an amount established by the board by
- 29 rule which shall not exceed fifty percent of the application fee
- 30 established by the board under this chapter for a funeral director
- 31 license renewal; and
- 32 (3) Provide the name and address of each seller for whom the
- 33 preneed agent is authorized to sell, negotiate, or solicit the sale of
- 34 preneed contracts for or on behalf of.

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- 4. Any funeral director acting as a preneed agent shall be required to report the name and address of each preneed seller for whom the funeral director is authorized to sell, negotiate, or solicit the sale of preneed contracts as part of their biennial renewal form. Each funeral director preneed agent shall be included on the board's registry.
- 5. Any registration which has not been renewed as provided by this section shall expire and the registrant shall be immediately removed from the preneed agent registry by the board. A registrant who fails to apply for renewal may apply for reinstatement within two years of the renewal date by satisfying the requirements of subsection 3 of this section and paying a delinquent fee as established by the board.
  - 333.330. 1. The board may refuse to issue any certificate of registration or authority, permit, or license required under this chapter for one or any combination of causes stated in subsection 2 of this section. The board shall notify the applicant in writing of the reasons for the refusal and shall advise the applicant of his or her right to file a complaint with the administrative hearing commission as provided by chapter 621, RSMo.
- 2. The board may cause a complaint to be filed with the administrative hearing commission as provided by chapter 621, RSMo, against any holder of any certificate of registration or authority, permit, or license required by chapter 333, RSMo, or any person who has failed to renew or has surrendered his or her certificate of registration or authority, permit, or license for any one or any combination of the following causes:
  - (1) Use of any controlled substance, as defined in chapter 195, RSMo, or alcoholic beverage to an extent that such use impairs a person's ability to perform the work of any profession licensed or regulated by this chapter;
- (2) The person has been finally adjudicated and found guilty, or entered a plea of guilty or nolo contendere, in a criminal prosecution under the laws of any state or of the United States, for any offense reasonably related to the qualifications, functions, or duties of any profession licensed or regulated under this chapter, for any offense involving a controlled substance, or for any offense an essential

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- 25 element of which is fraud, dishonesty, or an act of violence;
- 26 (3) Use of fraud, deception, misrepresentation, or bribery in 27 securing any certificate of registration or authority, permit, or license 28 issued under this chapter or in obtaining permission to take any
- 29 examination given or required under this chapter;
- 30 (4) Obtaining or attempting to obtain any fee, charge, tuition, or 31 other compensation by fraud, deception, or misrepresentation;
- 32 (5) Incompetency, misconduct, gross negligence, fraud, 33 misrepresentation, or dishonesty in the performance of the functions 34 or duties of any profession licensed or regulated by this chapter;
- 35 (6) Violation of, or assisting or enabling any person to violate, 36 any provision of this chapter, or of any lawful rule or regulation 37 adopted pursuant thereto;
- 38 (7) Impersonation of any person holding a certificate of 39 registration or authority, permit, or license or allowing any person to 40 use his or her certificate of registration or authority, permit, license, 41 or diploma from any school;
- 42 (8) Disciplinary action against the holder of a license or other 43 right to practice any profession regulated by this chapter granted by 44 another state, territory, federal agency, or country upon grounds for 45 which revocation or suspension is authorized in this state;
  - (9) A person is finally adjudged mentally incompetent by a court of competent jurisdiction;
    - (10) Misappropriation or theft of preneed funds;
- (11) Assisting or enabling any person to practice or offer to practice any profession licensed or regulated by this chapter regulating preneed who is not licensed or registered and currently eligible to practice thereunder;
- 53 (12) Issuance of a certificate of registration or authority, permit, 54 or license based upon a material mistake of fact;
- 55 (13) Failure to display a valid certificate or license if so required 56 by this chapter regulating preneed or any rule established thereunder;
- 57 (14) Violation of any professional trust or confidence;
- 58 (15) Making or filing any report required by sections 436.400 to 59 436.520, RSMo, regulating preneed which the licensee knows to be false 60 or knowingly failing to make or file a report required by such sections;
- 61 (16) Use of any advertisement or solicitation which is false,

- 62 misleading, or deceptive to the general public or persons to whom the 63 advertisement or solicitation is primarily directed; or
  - (17) Willfully and through undue influence selling a funeral;
- 65 (18) Willfully and through undue influence selling a preneed 66 contract;
- 67 (19) Violation of any of the provisions of chapter 193, 194, 407, or 68 436, RSMo;
- 69 (20) Presigning a death certificate or signing a death certificate
  70 on a body not yet embalmed by, or under the personal supervision of,
  71 the licensee;
- 72 (21) Failure to execute and sign the death certificate on a body 73 embalmed by, or under the personal supervision of, a licensee;
- 74 (22) Failure to refuse to properly guard against contagious, 75 infectious, or communicable diseases or the spread thereof;
- 76 (23) Refusing to surrender a dead human body upon request by 77 the next of kin, legal representative, or other person entitled to the 78 custody and control of the body.
- 79 3. After the filing of such complaint, the proceedings shall be 80 conducted in accordance with the provisions of chapter 621, 81 RSMo. Upon a finding by the administrative hearing commission that 82 the grounds, provided in subsection 2 of this section, for disciplinary action are met, the board may, singly or in combination, censure or 83 place the person named in the complaint on probation on such terms 84 and conditions as the board deems appropriate for a period not to 85 exceed five years, or may suspend, for a period not to exceed three 86 years, or revoke any certificate of registration or authority, permit, or 87 88 license issued under this chapter.
- 89 4. In addition to all other powers and authority granted by the board, the board may seek an injunction, restraining order or other 90 order from the Circuit Court of Cole County to enjoin any seller from 91 engaging in preneed sales upon a showing by the board that the seller 92has failed to make deposits into the preneed trust, has obtained funds 93 out of the trust to which the seller is not entitled or has exercised 94influence or control over the trustee or has engaged in any other act that has resulted in a shortage in any preneed trust or joint account 96 which exceeds twenty percent of the total amount required to be held 97or deposited into the trust or joint account under the provisions of 98

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sections 436.400 to 436.520, RSMo. In addition to the power to enjoin 100 for this conduct, the Circuit Court of Cole County shall also be entitled to suspend or revoke the preneed seller's license and any other license 102 issued pursuant to chapter 333 RSMo, held by the seller.

- 5. An individual whose certificate of registration or authority, permit, or license has been revoked shall wait three years from the date of revocation to apply for any certificate of registration or authority, permit, or license under this chapter, either as an individual or as a manager, director, shareholder, or partner of any business entity. Any certificate of registration or authority, permit, or license shall be issued at the discretion of the board after compliance with all the requirements of this chapter relative to the licensing or registration of the applicant for the first time.
- 112 6. Use of the procedures set out in this section shall not preclude the application of the provisions of subsection 2 of section 333.335. 113
  - 333.335. 1. Upon application by the board and the necessary burden having been met, a court of competent jurisdiction may grant an injunction, restraining order, or other order as may be appropriate to enjoin a person from:
  - (1) Offering to engage or engaging in the performance of any acts or practices for which a registration or authority, permit, or license is required by sections 333.310 to 333.340, upon a showing that such acts or practices were performed or offered to be performed without the required registration or authority, permit, or license; or
- 10 (2) Engaging in any practice or business authorized by a registration or authority, permit, or license issued under this chapter, 11 that is in violation of this chapter or sections 436.400 to 436.520, RSMo, 13 or upon a showing that the holder presents a substantial probability of serious danger to the health, safety, or welfare of any resident of this 14 state or client or customer of the licensee or registrant; or 15
  - (3) Engaging in any practice or business that presents a substantial probability of serious danger to the solvency of any seller.
- 18 2. Any such action shall be commenced in the county in which 19 such conduct occurred or in the county in which the defendant resides or, in the case of a firm or corporation, where the firm or corporation maintains its principal office or in Cole County.
- 22 3. Any action brought under this section shall be in addition to

23 and not in lieu of any authority provided by this chapter, and may be

24 brought concurrently with other actions to enforce this chapter or

25 sections 436.400 to 436.520, RSMo.

333.340. 1. The board shall adopt and enforce rules for the transaction of its business and for standards of service and practice to be followed in the professions of embalming and funeral directing deemed by it necessary for the public good and consistent with the laws of this state. The board may also prescribe a standard of proficiency as to the qualifications and fitness of those engaging in the practice of embalming or funeral directing.

2. The board shall set the amount of the fees which this chapter authorizes and requires by rules promulgated under section 536.021, RSMo. The fees shall be set at a level to produce revenue which shall not substantially exceed the cost and expense of administering this chapter.

3. The board shall promulgate and enforce rules for the transaction of its business and for standards of service and practice to be followed for the licensing and registration of providers, sellers, and preneed agents deemed necessary for the public good and consistent with the laws of this state.

18 4. Any rule or portion of a rule, as that term is defined in section 536.010, RSMo, that is created under the authority delegated in this 19 20 section shall become effective only if it complies with and is subject to all of the provisions of chapter 536, RSMo, and, if applicable, section 2122536.028, RSMo. This section and chapter 536, RSMo, are nonseverable and if any of the powers vested with the general assembly pursuant to 23chapter 536, RSMo, to review, to delay the effective date, or to disapprove and annul a rule are subsequently held unconstitutional, 25then the grant of rulemaking authority and any rule proposed or 26 27 adopted after August 28, 2009, shall be invalid and void.

436.400. The provisions of sections 436.400 to 436.520 shall be
referenced as the "Missouri Preneed Funeral Contract Act" and shall
apply only to preneed contracts entered into, and accounts created on
or after, August 28, 2009, unless otherwise specified.

436.405. 1. As used in sections 436.400 to 436.520, unless the context otherwise requires, the following terms shall mean:

(1) "Beneficiary", the individual who is to be the subject of the

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- 4 disposition or who will receive funeral services, facilities, or 5 merchandise described in a preneed contract;
- (2) "Guaranteed contract", a preneed contract in which the seller promises, assures, or guarantees to the purchaser that all or any portion of the costs for the disposition, services, facilities, or merchandise identified in a preneed contract will be no greater than the amount designated in the contract upon the preneed beneficiary's death or that such costs will be otherwise limited or restricted;
- 12 (3) "Insurance-funded preneed contract", a preneed contract
  13 which is designated to be funded by payments or proceeds from an
  14 insurance policy or single premium annuity contract;
- 15 (4) "Joint account-funded preneed contract", a preneed contract
  16 which designates that payments for the preneed contract made by or
  17 on behalf of the purchaser will be deposited and maintained in a joint
  18 account in the names of the purchaser and seller, as provided in this
  19 chapter;
- 20 (5) "Market value", a fair market value:
- 21 (a) As to cash, the amount thereof;
- 22 (b) As to a security as of any date, the price for the security as 23 of that date obtained from a generally recognized source, or to the 24 extent no generally recognized source exists, the price to sell the 25 security in an orderly transaction between unrelated market 26 participants at the measurement date; and
  - (c) As to any other asset, the price to sell the asset in an orderly transaction between unrelated market participants at the measurement date consistent with statements of financial accounting standards;
- 30 (6) "Nonguaranteed contract", a preneed contract in which the seller does not promise, assure, or guarantee that all or any portion of the costs for the disposition, facilities, service, or merchandise identified in a preneed contract will be limited to the amount designated in the contract upon the preneed beneficiary's death or that such costs will be otherwise limited or restricted;
- 36 (7) "Preneed contract", any contract or other arrangement which 37 provides for the final disposition in Missouri of a dead human body, 38 funeral or burial services or facilities, or funeral merchandise, where 39 such disposition, services, facilities, or merchandise are not 40 immediately required. Such contracts include, but are not limited to,

- 41 agreements providing for a membership fee or any other fee for the 42 purpose of furnishing final disposition, funeral or burial services or
- 43 facilities, or funeral merchandise at a discount or at a future date;
- 44 (8) "Preneed trust", a trust to receive deposits of, administer, and 45 disburse payments received under preneed contracts, together with 46 income thereon;
- 47 (9) "Purchaser", the person who is obligated to pay under a 48 preneed contract;
- 49 (10) "Trustee", the trustee of a preneed trust, including successor 50 trustees;
- 51 (11) "Trust-funded preneed contract", a preneed contract which 52 provides that payments for the preneed contract shall be deposited and 53 maintained in trust.
- 2. All terms defined in chapter 333, RSMo, shall be deemed to have the same meaning when used in sections 436.400 to 436.520.
- 436.410. The provisions of sections 436.400 to 436.520 shall not apply to any contract or other arrangement sold by a cemetery operator for which payments received by or on behalf of the purchaser are required to be placed in an endowed care fund or for which a deposit into a segregated account is required under chapter 214, RSMo; provided that a cemetery operator shall comply with sections 436.400 to 436.520 if the contract or arrangement sold by the operator includes services that may only be provided by a licensed funeral director or embalmer.
- 436.412. Each preneed contract made before August 28, 2009, and all payments and disbursements under such contract shall continue to be governed by this chapter as the chapter existed at the time the contract was made. Any licensee or registrant of the board may be disciplined for violation of any provision of sections 436.005 to 436.071 within the applicable statute of limitations. In addition, the provisions of section 436.031, RSMo, as it existed on August 27, 2009, shall continue to govern disbursements to the seller from the trust and payment of trust expenses. Joint accounts in existence as of August 27, 2009, shall continue to be governed by the provisions of section 436.053, as that section existed on August 27, 2009.
  - 436.415. 1. Except as otherwise provided in sections 436.400 to 2 436.520, the provider designated in a preneed contract shall be

- 3 obligated to provide final disposition, funeral or burial services and
- 4 facilities, and funeral merchandise as described in the preneed
- 5 contract.
- 6 2. The seller designated in a preneed contract shall be obligated
- 7 to collect and properly deposit and disburse all payments made by, or
- on behalf of, a purchaser of a preneed contract and ensure that is
- 9 statutorily and contractual duties are met, in compliance with sections
- 10 436.400 to 436.520, RSMo.
- 436.420. 1. No person shall be designated as a provider in a
- 2 preneed contract unless the provider has a written contractual
- 3 agreement with the seller. Any seller who designates a person as a
- 4 provider in a preneed contract without a contractual relationship with
- 5 such person is in violation of the provisions of sections 436.400 to
- 6 436.520. No contract is required if the seller and provider are the same
- 7 legal entity.

- 2. The written agreement required by this section shall include:
- 9 (1) Written consent from the provider authorizing the seller to
- 10 designate or obligate the provider under a preneed contract;
- 11 (2) Procedures for tracking preneed contract funds or payments
- 12 received by the provider and for remitting such funds or payments to
- 13 the seller, including, the time period authorized by the seller for the
- 14 remittance of funds and payments; and
- 15 (3) The signatures of the seller and the provider or their
- 16 authorized representatives and the date such signature was obtained.
- 3. A provider shall notify the board within fifteen days of
- 18 authorizing or otherwise agreeing to allow a seller to designate himself
- 19 or herself as the provider under any preneed contract.
- 20 4. Upon request of the board, a seller, provider, or preneed agent
- 21 shall provide a copy of any preneed contract or any contract or
- 22 agreement with a seller or provider to the board.
  - 436.425. 1. All preneed contracts shall be sequentially numbered
  - 2 and in writing and in a font type and size that are easily read, and shall
  - 3 clearly and conspicuously:
  - 4 (1) Include the name, address and phone number of the
  - 5 purchaser, beneficiary, provider and seller;
  - 6 (2) Identify the name, address, phone and license number of the
  - 7 provider and the seller;

- 8 (3) Set out in detail the disposition, funeral and burial services 9 and facilities, and merchandise requested;
- 10 (4) Identify whether the contract is trust funded, insurance 11 funded, or joint account funded;
- 12 (5) Include notice that the cancellation of the contract shall not 13 cancel any life insurance funding the contract, and that insurance 14 cancellation is required to be made in writing to the insurer;
- 15 (6) Include notice that the purchaser will only receive the cash
  16 surrender value of any insurance policy funding the contract if
  17 cancelled after a designated time, which may be less than the amount
  18 paid into the policy;
- 19 (7) Include notice that the board provides by rule that the 20 purchaser has the right to transfer the provider designation to another 21 provider;
- 22 (8) Prominently identify whether the contract is revocable or 23 irrevocable;
- 24 (9) Set forth the terms for cancellation by the purchaser or by 25 the seller;
- 26 (10) Identify any preneed trust or joint account into which 27 contract payments shall be deposited, including the name and address 28 of the corresponding trustee or financial institution;
- 29 (11) Include the name, address and phone number of any 30 insurance company issuing an insurance policy used to fund the 31 preneed contract;
- 32 (12) Include the name and signature of the purchaser, the 33 provider or its authorized representative, the preneed agent 34 responsible for the sale of the contract, and the seller or its authorized 35 representative;
- 36 (13) Prominently identify whether the contract is a guaranteed 37 or nonguaranteed contract;
- 38 (14) Include any applicable consumer disclosures required by the 39 board by rule; and
- (15) Include a disclosure on all guaranteed installment payment contracts informing the purchaser what will take place in the event the beneficiary dies before all installments have been paid, including an explanation of what will be owed by the purchaser for the funeral services in such an event.

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- 45 (16) Comply with the provisions of sections 436.400 to 436.520 or any rule promulgated thereunder. 46
- 47 2. A preneed contract shall be voidable and unenforceable at the option of the purchaser, or the purchaser's legal representative, if it is 48determined in a court of competent jurisdiction that the contract is not 49 in compliance with this section or not issued by a seller licensed under 50chapter 333, RSMo, or if the provider has not consented to serve as 51provider at the time the contract was executed. Upon exercising the 52option by written notice to the seller and provider, all payments made 53under such contract shall be recoverable by the purchaser, or the 5455 purchaser's legal representative, from the contract seller, trustee, or 56 other payee thereof.
- 57 3. A beneficiary who seeks to become eligible to receive public assistance under chapter 208, RSMo, or any other applicable state or 58federal law may irrevocably waive their rights to receive any refund or 59 payment of any monies from the funds or insurance used to fund their 60 preneed contract. Such irrevocable waiver may be executed at any 61 62time and shall be in writing, signed and dated by the beneficiary and 63 shall be delivered to the seller and any applicable trustee, financial 64 institution or insurance company;
- 4. All purchasers shall have the right as provided in this chapter to cancel or rescind a revocable preneed contract and transfer any 66 preneed contract with or without cause.
- 68 5. A preneed contract, shall not be changed from a trust-funded, insurance-funded, or joint account-funded preneed contract without the 69 written consent of the purchaser. 70
  - 436.430. 1. A trust-funded preneed contract shall comply with sections 436.400 to 436.520 and the specific requirements of this section.
- 2. A seller must deposit all payments received on a preneed 3 contract into the designated preneed trust within sixty days of receipt of the funds by the seller, the preneed sales agent or designee. A seller may not require the consumer to pay any fees or other charges except as authorized by the provisions of chapter 333, RSMo, and this chapter 8 or other state or federal law.
- 9 3. A seller may request the trustee to distribute to the seller an amount up to the first five percent of the total amount of any preneed 10 contract as an origination fee. The seller may make this request at any

time after five percent of the total amount of the preneed contract has been deposited into the trust. The trustee shall make this distribution to the seller within 15 days of the receipt of the request.

4. In addition to the origination fee, the trustee may distribute to the seller, an amount up to ten percent of the face value of the contract on a preneed contract at any time after the consumer payment has been deposited into the trust. The seller may make written request for this distribution and the trustee shall make this distribution to the seller within fifteen days of the receipt of the request or as may be provided in any written agreement between the seller and the trustee.

5. The trustee of a preneed trust shall be a state- or federally-chartered financial institution authorized to exercise trust powers in Missouri. The trustee shall accept all deposits made to it for a preneed contract and shall hold, administer, and distribute such deposits, in trust, as trust principal, under sections 436.400 to 436.520.

6. The financial institution referenced herein may neither control, be controlled by, nor be under common control with the seller or preneed agent. The terms "control", "controlled by" and "under common control with" means, the direct or indirect possession of the power to direct or cause the direction of the management and policies of a person, whether through the ownership of voting securities, by contract other than a commercial contract for goods or nonmanagement services, or otherwise, unless the power is the result of an official position with or corporate office held by the person. Control shall be presumed to exist if any person, directly or indirectly, owns, controls, holds with the power to vote, or holds proxies representing ten percent or more of the voting securities. This presumption may be rebutted by a showing to the board that control does not in fact exist.

7. Payments regarding two or more preneed contracts may be deposited into and commingled in the same preneed trust, so long as the trustee maintains adequate records that individually and separately identify the payments, earnings, and distributions for each preneed contract.

8. Within a reasonable time after accepting a trusteeship or receiving trust assets, a trustee shall review the trust assets and make and implement decisions concerning the retention and disposition of assets in order to bring the trust portfolio into compliance with the

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49 purposes, terms, distribution requirements, other circumstances of the 50 trust, and all other requirements of sections 436.400 to 436.520.

- 9. All expenses of establishing and administering a preneed trust, including trustee's fees, legal and accounting fees, investment expenses, and taxes may be paid from income generated from the investment of the trust assets. Principal of the trust shall not be used to pay the costs of administration. If the income of the trust is insufficient to pay the costs of administration, those costs shall be paid as per the written agreements between the seller, provider and the trustee.
- 58 10. The seller and provider of a trust funded guaranteed preneed contract shall be entitled to all income, including, but not limited to, 59 interest, dividends, capital gains, and losses generated by the 60 investment of preneed trust property regarding such contract as 61 stipulated in the contract between the seller and provider. Income of 62the trust, excluding expenses allowed under subsection 10 of this section, shall accrue through the life of the trust, except in instances 64 when a contract is cancelled. The trustee of the trust may distribute 6566 market value of all income, net of losses, to the seller upon, but not before, the final disposition of the beneficiary and provision of the 67 68 funeral and burial services and facilities, and merchandise to, or for, the benefit of the beneficiary. This subsection shall apply to trusts 70 established on or after August 28, 2009.
  - 11. Providers shall request payment by submitting a certificate of performance to the seller certifying that the provider has rendered services under the contract or as requested. The certificate shall be signed by both the provider and the person authorized to make arrangements on behalf of the beneficiary. If there is no written contract between the seller and provider, the provider shall be entitled to the market value of all trusts assets allocable to the preneed contract. Sellers shall remit payment to the provider within sixty days of receiving the certificate of performance.
  - 12. If a seller fails to make timely payment of an amount due a provider under sections 436.400 to 436.520, the provider shall have the right, in addition to other rights and remedies against such seller, to make demand upon the trustee of the preneed trust for the contract to distribute to the provider from the trust all amounts to which the seller would be entitled to receive for the preneed contract.

- 86 13. The trustee of a preneed trust, including trusts established 87 before August 28, 2009, shall maintain adequate books and records of all transactions administered over the life of the trust and pertaining 88 to the trust generally. The trustee shall assist the seller who 89 90 established the trust or its successor in interest in the preparation of the annual report described in section 436.460. The seller shall furnish 91 to each contract purchaser, within thirty days after receipt of the 92purchaser's written request, a written statement of all deposits made 93 to such trust regarding such purchaser's contract including the 94 principal and interest paid to date. 95
- 14. A preneed trust, including trusts established before August 28, 2009, shall terminate when the trust principal no longer includes any payments made under any preneed contract, and upon such termination the trustee shall distribute all trust property, including principal and undistributed income, to the seller which established the trust.
  - 436.435. 1. To the extent that any provisions in this chapter which come into effect on August 28, 2009, apply to trusts governed under this chapter which are in existence on August 28, 2009, such trusts shall be in compliance with this chapter no later than July 1, 2010.
- 2. All property held in a preneed trust, including principal and undistributed income, shall be invested and reinvested by the trustee thereof and shall only be invested and reinvested in investments which have reasonable potential for growth or producing income. Funds in, or belonging to, a preneed trust shall not be invested in any term life insurance product.
- 12 3. A trustee shall invest and manage trust assets as a prudent investor would, by considering the purposes, terms, distribution 13 requirements, and other circumstances of the trust. In satisfying this 14 standard, the trustee shall exercise reasonable care, skill, and caution. 15 A trustee who has special skills or expertise, or is named trustee in 16 reliance upon the trustee's representation that the trustee has special 17skills or expertise, has a duty to use those special skills or expertise 18 when investing and managing trust assets. 19
- 4. A trustee shall diversify the investments of the trust unless the trustee reasonably determines that, because of special circumstances,

- 22 the purpose of the trust is better served without diversification.
- 5. In investing and managing trust assets, a trustee shall consider the following as are relevant to the trust:
- 25 (1) General economic conditions;
  - (2) The possible effect of inflation or deflation;
- 27 (3) The expected tax consequences of investment decisions or 28 strategies;
- 29 (4) The role that each investment or course of action plays 30 within the overall trust portfolio;
- 31 (5) The expected total return from income and the appreciation 32 of capital;
- 33 (6) Needs for liquidity, regularity of income, and preservation or 34 appreciation of capital;
- 6. No seller, provider, or preneed agent shall procure or accept a loan against any investment or asset of or belonging to a preneed trust. As of August 29, 2009, no preneed seller, provider, or agent shall use any existing preneed contract as collateral or security pledged for a loan or take preneed funds of any existing preneed contract as a loan or for any purpose other than as authorized by this chapter.
  - 436.440. 1. The provisions of this section shall apply to all preneed trusts, including trusts established before August 28, 2009.
- 2. A preneed trustee may delegate to an agent, duties and powers that a prudent trustee of comparable skills would reasonably delegate under the circumstances. The trustee shall exercise reasonable care, skill, and caution in:
  - (1) Selecting an agent;
- 8 (2) Establishing the scope and terms of the agency, consistent 9 with the purposes and terms of the trust; and
- 10 (3) Periodically reviewing the agent's actions in order to monitor 11 the agent's performance and compliance with the terms of the agency.
- 3. In performing a delegated function, an agent owes a duty to the trust to exercise reasonable care to comply with the terms of the agency.
- 4. By accepting a delegation of powers or duties from the trustee of a preneed trust, an agent submits to the jurisdiction of the courts of this state.
- 5. Delegation of duties and powers to an agent shall not relieve

- 19 the trustee of any duty or responsibility imposed on the trustee by 20 sections 436.400 to 436.520 or the trust agreement.
- 6. For trusts in existence as of August 28, 2009, it shall be permissible for those trusts to continue to utilize the services of an independent financial advisor, if said advisor was in place pursuant to section 436.031, RSMo, as of August 28, 2009.
  - 436.445. A trustee of any preneed trust, including trusts established before August 28, 2009, shall not after August 28, 2009, make any decisions to invest any trust fund with:
    - (1) The spouse of the trustee;
- 5 (2) The descendants, siblings, parents, or spouses of a seller or 6 an officer, manager, director or employee of a seller, provider, or 7 preneed agent;
- 8 (3) Agents or attorneys of a trustee, seller, or provider; or
- 9 (4) A corporation or other person or enterprise in which the 10 trustee, seller, or provider owns a controlling interest or has an 11 interest that might affect the trustee's judgment.
- 436.450. 1. An insurance-funded preneed contract shall comply with sections 436.400 to 436.520 and the specific requirements of this section.
- 4 2. A seller, provider, or any preneed agent shall not receive or collect from the purchaser of an insurance-funded preneed contract, any amount in excess of what is required to pay the premiums on the 7 insurance policy as assessed or required by the insurer as premium payments for the insurance policy except for any amount required or authorized by this chapter or by rule. A seller shall not receive or collect any administrative or other fee from the purchaser for or in connection with an insurance-funded preneed contract, other than 11 12 those fees or amounts assessed by the insurer. As of August 29, 2009, no preneed seller, provider, or agent shall use any existing preneed 13 contract as collateral or security pledged for a loan or take preneed 14funds of any existing preneed contract as a loan for any purpose other 15 than as authorized by this chapter. 16
- 3. Payments collected by or on behalf of a seller for an insurance-funded preneed contract shall be promptly remitted to the insurer or the insurer's designee as required by the insurer; provided that payments shall not be retained or held by the seller or preneed

- 21 agent for more than thirty days from the date of receipt.
- 4. It is unlawful for a seller, provider, or preneed agent to procure or accept a loan against any insurance contract used to fund
- 24 a preneed contract.
- 5. Laws regulating insurance shall not apply to preneed
- 26 contracts, but shall apply to any insurance or single premium annuity
- 27 sold with a preneed contract; provided, however, the provisions of this
- 28 act shall not apply to single premium annuities or insurance polices
- 29 regulated by chapters 374, 375, and 376, RSMo, used to fund preneed
- 30 funeral agreements, contracts, or programs.
- 6. This section shall apply to all preneed contracts including
- 32 those entered into before August 28, 2009.
- 7. For any insurance-funded preneed contract sold after August
- 34 28, 2009, the following shall apply:
- 35 (1) The purchaser or beneficiary shall be the owner of the
- 36 insurance policy purchased to fund a preneed contract; and
- 37 (2) An insurance-funded preneed contract shall be valid and
- 38 enforceable only if the seller or provider is named as the beneficiary
- 39 or assignee of the life insurance policy funding the contract.
- 40 8. If the proceeds of the life insurance policy exceed the actual
- 41 cost of the goods and services provided pursuant to the nonguaranteed
- 42 preneed contract, any overage shall be paid to the estate of the
- 43 beneficiary, or, if the beneficiary received public assistance, to the
- 44 state of Missouri.
  - 436.455. 1. A joint account-funded preneed contract shall comply
- 2 with sections 436.400 to 436.520 and the specific requirements of this
- 3 section.
- 2. In lieu of a trust-funded or insurance-funded preneed contract,
- 5 the seller and the purchaser may agree in writing that all funds paid
- 6 by the purchaser or beneficiary for the preneed contract shall be
- 7 deposited with a financial institution chartered and regulated by the
- 8 federal or state government authorized to do business in Missouri in an
- 9 account in the joint names and under the joint control of the seller and
- 10 purchaser, beneficiary or party holding power of attorney over the
- 11 beneficiary's estate. There shall be a separate joint account established
- 12 for each preneed contract sold or arranged under this section. Funds
- 13 shall only be withdrawn or paid from the account upon the signatures

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of both the seller and the purchaser or under a pay-on-death designation or as required to pay reasonable expenses of administering the account.

- 3. All consideration paid by the purchaser under a joint accountfunded contract shall be deposited into a joint account as authorized by this section within ten days of receipt of payment by the seller.
- 4. The financial institution shall hold, invest, and reinvest funds deposited under this section in other accounts offered to depositors by the financial institutions as provided in the written agreement of the purchaser and the seller, provided the financial institution shall not invest or reinvest any funds deposited under this section in term life insurance or any investment that does not reasonably have the potential to gain income or increase in value.
  - 5. Income generated by preneed funds deposited under this section shall be used to pay the reasonable expenses of administering the account as charged by the financial institution and the balance of the income shall be distributed or reinvested upon fulfillment of the contract, cancellation or transfer pursuant to the provisions of this chapter.
  - 6. Within fifteen days after a provider and a witness certifies to the financial institution in writing that the provider has furnished the final disposition, funeral, and burial services and facilities, and merchandise as required by the preneed contract, or has provided alternative funeral benefits for the beneficiary under special arrangements made with the purchaser, the financial institution shall distribute the deposited funds to the seller if the certification has been approved by the purchaser. The seller shall pay the provider within ten days of receipt of funds.
- 7. Any seller, provider, or preneed agent shall not procure or accept a loan against any investment, or asset of, or belonging to a joint account. As of August 28, 2009, it shall be prohibited to use any existing preneed contract as collateral or security pledged for a loan, or take preneed funds of any existing preneed contract as a loan or for any purpose other than as authorized by this chapter.

436.456. At any time before final disposition, or before the funeral or burial services, facilities, or merchandise described in a preneed contract are furnished, the purchaser may cancel the contract,

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- 4 if designated as revocable, without cause. In order to cancel the contract the purchaser shall:
- 6 (1) In the case of a joint account-funded preneed contract, deliver written notice of the cancellation to the seller and the financial institution. Within fifteen days of receipt of notice of the cancellation, the financial institution shall distribute all deposited funds to the purchaser. Interest shall be distributed as provided in the agreement 10 with the seller and purchaser; 11
- 12 (2) In the case of an insurance-funded preneed contract, deliver written notice of the cancellation to the seller. Within fifteen days of 13 14receipt of notice of the cancellation, the seller shall notify the purchaser that the cancellation of the contract shall not cancel any life 15insurance funding the contract and that insurance cancellation is 16 17required to be made in writing to the insurer;
- 18 (3) In the case of a trust-funded preneed contract, deliver 19 written notice of the cancellation to the seller and trustee. Within fifteen days of receipt of notice of the cancellation, the trustee shall 20 21distribute one hundred percent of the trust property including any 22percentage of the total payments received on the trust-funded contract 23that have been withdrawn from the account under section 436.430.4 but 24excluding the income, to the purchaser of the contract;
- (4) In the case of a guaranteed installment payment contract where the beneficiary dies before all installments have been paid, the purchaser shall pay the seller the amount remaining due under the 28 contract in order to receive the goods and services set out in the contract, otherwise the purchaser or their estate will receive full credit 2930 for all payments the purchaser has made towards the cost of the beneficiary's funeral at the provider current prices.
- 436.457. 1. A seller shall have the right to cancel a trust-funded or joint-account funded preneed contract if the purchaser is in default of any installment payment for over sixty days. 3
- 2. Prior to cancelling the contract, the seller shall notify the 4 purchaser and provider in writing that the contract shall be cancelled if payment is not received within thirty days of the postmarked date of the notice. The notice shall include the amount of payments due, the date the payment is due, and the date of cancellation. 8
- 9 3. If the purchaser fails to remit the payments due within thirty

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days of the postmarked date of the notice, then the seller, at its option, 11 may either cancel the contract or may continue the contract as a nonguaranteed contract where the purchaser will receive full credit for all payments the purchaser has made into the trust towards the cost of 13 the beneficiary's funeral service or merchandise from the provider. 14

4. Upon cancellation by the seller under this section, eighty-five 15 percent of the contract payments shall be refunded to the 16 17 purchaser. All remaining funds shall be distributed to the seller.

436.458. 1. A purchaser may select an alternative provider as the designated provider under the original contract if the purchaser notifies the seller and original provider in writing of the purchaser's 4 intent, stating the name of the alternative provider and the alternative provider consents to the new designation. Purchasers shall not be penalized or assessed any additional fee or cost for such transfer of the provider designation.

8 2. The seller shall pay the newly designated provider all payments owed to the original provider under the contract. The newly 10 designated provider shall assume all rights, duties, obligations, and 11 liabilities as the original provider under the contract. Interest shall 12continue to be allocated to the seller as provided under the contract.

3. In the case of a trust funded contract and upon written notice to the seller of the purchaser's intent to select an alternative provider under subsection 1 of this section, the seller shall either continue the trust with the new provider in place of, and to receive all payment 16 owed to, the original provider under the original agreement, or pay to the new trust all of the trust property, including principal and income.

436.460. 1. Each seller shall file an annual report with the board which shall contain the following information:

(1) The contract number of each preened contract sold since the 3 filing of the last report with an indication of, and whether it is funded by a trust, insurance or joint account; 5

6 (2) The total number and total face value of preneed contracts sold since the filing of the last report; 7

8 (3) The contract amount of each preneed contract sold since the filing of the last report, identified by contract; 9

(4) The name, address, and license number of all preneed agents 10 authorized to sell preneed contracts on behalf of the seller; 11

- 12 (5) The date the report is submitted and the date of the last 13 report;
- 14 (6) The list including the name, address, contract number and
  15 whether it is funded by a trust, insurance or joint account of all
  16 Missouri preneed contracts fulfilled, cancelled or transferred by the
  17 seller during the preceding calendar year;
- 18 (7) The name and address of each provider with whom it is under 19 contract;
- 20 (8) The name and address of the person designated by the seller 21 as custodian of the seller's books and records relating to the sale of 22 preneed contracts;
- (9) Written consent authorizing the board to order an investigation, examination and, if necessary, an audit of any joint or trust account established under sections 436.400 to 436.520, designated by depository or account number;
- 27 (10) Written consent authorizing the board to order an 28 investigation, examination and if necessary an audit of its books and 29 records relating to the sale of preneed contracts; and
- 30 (11) Certification under oath that the report is complete and 31 correct attested to by an officer of the seller. The seller or officer shall 32 be subject to the penalty of making a false affidavit or declaration.
- 2. A seller that sells or has sold trust-funded preneed contracts shall also include in the annual report required by section 1 of this section:
- 36 (1) The name and address of the financial institution in which it 37 maintains a preneed trust account and the account numbers of such 38 trust accounts;
- 39 (2) The trust fund balance as reported in the previous year's 40 report;
- 41 (3) The current face value of the trust fund;
- 42 (4) Principal contributions received by the trustee since the 43 previous report;
- 44 (5) Total trust earnings and total distributions to the seller since 45 the previous report;
- 46 (6) Authorization of the board to request from the trustee a copy 47 of any trust statement, as part of an investigation, examination or audit 48 of the preneed seller;

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- 49 (7) Total expenses, excluding distributions to the seller, since the 50 previous report; and
- 51 (8) Certification under oath that the information required by 52 subdivisions (1) to (7) of this subsection is complete and correct and 53 attested to by a corporate officer of the trustee. The trustee shall be 54 subject to the penalty of making a false affidavit or declaration.
- 3. A seller that sells or who has sold joint account-funded prened contracts shall also include in the annual report required by subsection 1 of this section:
- 58 (1) The name and address of the financial institution in Missouri 59 in which it maintains the joint account and the account numbers for 60 each joint account;
  - (2) The amount on deposit in each joint account;
- (3) The joint account balance as reported in the previous year'sreport;
- (4) Principal contributions placed into each joint account since
   the filing of the previous report;
  - (5) Total earnings since the previous report;
- 67 (6) Total distributions to the seller from each joint account since 68 the previous report;
- 69 (7) Total expenses deducted from the joint account, excluding
  70 distributions to the seller, since the previous report; and
- (8) Certification under oath that the information required by subdivisions (1) to (7) of this subsection is complete and correct and attested to by an authorized representative of the financial institution. The affiant shall be subject to the penalty of making a false affidavit or declaration.
- 4. A seller that sells or who has sold any insurance-funded prened contracts shall also include in the annual report required by subsection 1 of this section:
- (1) The name and address of each insurance company issuing insurance to fund a preneed contract sold by the seller during the preceding year;
  - (2) The status and total face value of each policy;
- (3) The amount of funds the seller directly received on each contract and the date the amount was forwarded to any insurance company; and

- 86 (4) Certification under oath that the information required by 87 subsections 1 to 3 of this section is complete and correct attested to by 88 an authorized representative of the insurer. The affiant shall be 89 subject to the penalty of making a false affidavit or declaration.
- 90 5. Each seller shall remit an annual reporting fee in an amount established by the board by rule for each preneed contract sold in the 91 year since the date the seller filed its last annual report with the 92board. This reporting fee shall be paid annually and may be collected 93 from the purchaser of the preneed contract as an additional charge or 94remitted to the board from the funds of the seller. The reporting fee 95 shall be in addition to any other fees authorized under sections 436.400 96 to 436.520. 97
- 6. All reports required by this section shall be filed by the thirtyfirst day of October of each year or by the date established by the board by rule. Annual reports filed after the date provided herein shall be subject to a late fee in an amount established by rule of the board.
- 7. If a seller fails to file the annual report on or before its due date, his or her preneed seller license shall automatically be suspended until such time as the annual report is filed and all applicable fees have been paid.
- 8. This section shall apply to contracts entered into before August 28, 2009.

436.465. A seller shall maintain:

- 2 (1) Adequate records of all preneed contracts and related 3 agreements with providers, trustees of a preneed trust, and financial 4 institutions holding a joint account established under sections 436.400 5 to 436.520;
- 6 (2) Records of preneed contracts, including financial institution
  7 statements and death certificates, shall be maintained by the seller for
  8 the duration of the contract and for no less than five years after the
  9 performance or cancellation of the contract.
- 436.470. 1. Any person may file a complaint with the board to notify the board of an alleged violation of this chapter. The board shall investigate each such complaint.
- 2. The board shall have authority to conduct inspections and investigations of providers, sellers, and preneed agents and conduct financial examinations of the books and records of providers, sellers,

and preneed agents and any trust or joint account to determine compliance with sections 436.400 to 436.520, or to determine whether grounds exist for disciplining a person licensed or registered under sections 333.310 to 333.340, RSMo, at the discretion of the board and with or without cause. The board shall conduct a financial examination of the books and records of each seller as authorized by this section at least once every five years, subject to available funding.

3. Upon determining that an inspection, investigation, examination, or audit shall be conducted, the board shall issue a notice authorizing an employee or other person appointed by the board to perform such inspection, investigation, examination, or audit. The notice shall instruct the person appointed by the board as to the scope of the inspection, investigation, examination or audit.

4. The board shall not appoint or authorize any person to conduct an inspection, investigation, examination, or audit under this section if the individual has a conflict of interest or is affiliated with the management of, or owns a pecuniary interest in, any person subject to inspection, investigation, examination, or audit under chapter 333, RSMo, or sections 436.400 to 436.520.

5. The board may request that the director of the division of professional registration, the director of the department of insurance, financial institutions and professional registration, or the office of the attorney general designate one or more investigators or financial examiners to assist in any investigation, examination, or audit, and such assistance shall not be unreasonably withheld.

6. The person conducting the inspection, investigation, or audit may enter the office, premises, establishment, or place of business of any seller or licensed provider of preneed contracts, or any office, premises, establishment, or place where the practice of selling or providing preneed funerals is conducted, or where such practice is advertised as being conducted for the purpose of conducting the inspection, investigation, examination, or audit.

7. Upon request by the board, a licensee or registrant shall make the books and records of the licensee or registrant available to the board for inspection and copying at any reasonable time, including, any insurance, trust, joint account, or financial institution records deemed necessary by the board to determine compliance with sections 436.400

- 44 to 436.520.
- 8. The board shall have the power to issue subpoenas to compel the production of records and papers by any licensee, trustee or registrant of the board. Subpoenas issued under this section shall be served in the same manner as subpoenas in a criminal case.
- 9. All sellers, providers, preneed agents, and trustees shall cooperate with the board or its designee, the division of finance, the department of insurance, financial institutions and professional registration, and the office of the attorney general in any inspection, investigation, examination, or audit brought under this section.
- 10. This section shall not be construed to limit the board's authority to file a complaint with the administrative hearing commission charging a licensee or registrant with any actionable conduct or violation, regardless of whether such complaint exceeds the scope of acts charged in a preliminary public complaint filed with the board and whether any public complaint has been filed with the board.
- 11. The board, the division of finance, the department of insurance, financial institutions and professional registration, and the office of the attorney general may share information relating to any preneed inspection, investigation, examination, or audit.
- 12. If an inspection, investigation, examination, or audit reveals a violation of sections 436.400 to 436.520, the office of the attorney general may initiate a judicial proceeding to:
- 67 (1) Declare rights;
- 68 (2) Approve a nonjudicial settlement;
- (3) Interpret or construe the terms of the trust;
- 70 (4) Determine the validity of a trust or of any of its terms;
- 71 (5) Compel a trustee to report or account;
- 72 (6) Enjoin a seller, provider, or preneed agent from performing 73 a particular act;
- 74 (7) Enjoin a trustee from performing a particular act or grant to 75 a trustee any necessary or desirable power;
- 76 (8) Review the actions of a trustee, including the exercise of a discretionary power;
- 78 (9) Appoint or remove a trustee;
- 79 (10) Determine trustee liability and grant any available remedy 80 for a breach of trust;

- 81 (11) Approve employment and compensation of preneed agents;
- 82 (12) Determine the propriety of investments;
- 83 (13) Determine the timing and quantity of distributions and 84 dispositions of assets; or
- 85 (14) Utilize any other power or authority vested in the attorney 86 general by law.

436.480. Upon the death or legal incapacity of a purchaser, all rights and remedies granted to the purchaser under sections 436.400 to 436.520 shall be enforceable by and accrue to the benefit of the purchaser's legal representative or his or her estate, and all payments otherwise payable to the purchaser shall be paid to that person.

436.485. 1. Any person, including the officers, directors, partners, agents, or employees of such person, who shall knowingly and willfully violate or assist or enable any person to violate any provision of sections 436.400 to 436.520 by incompetence, misconduct, gross negligence, fraud, misrepresentation, or dishonesty is guilty of a class C felony. Each violation of any provision of sections 436.400 to 436.520 constitutes a separate offense and may be prosecuted individually. The attorney general shall have concurrent jurisdiction with any local prosecutor to prosecute under this section.

2. Any violation of the provisions of sections 436.400 to 436.520 shall constitute a violation of the provisions of section 407.020, RSMo. In any proceeding brought by the attorney general for a violation of the provisions of sections 436.400 to 436.520, the court may order all relief and penalties authorized under chapter 407, RSMo, and, in addition to imposing the penalties provided for in sections 436.400 to 436.520, order the revocation or suspension of the license or registration of a defendant seller, provider, or preneed agent.

436.490. 1. A provider that intends to sell or otherwise dispose of all or a majority of its business assets, or its stock if a corporation, shall notify the board at least sixty days prior to selling or otherwise disposing of its business assets or stock, or ceasing to do business as a provider, and shall file a notification report on a form established by the board.

- 2. The report required by this section shall include:
- 8 (1) The name, phone number, and address of the purchasers of 9 any outstanding preneed contract for which the licensee is the

- 10 designated provider;
- 11 (2) The name and license numbers of all sellers authorized to 12 designate the licensee as a provider in a preneed contract;
- 13 (3) The name, address, and license number of the provider 14 assuming or agreeing to assume the licensee's obligations as a provider 15 under a preneed contract, if any;
- 16 (4) The name, address, and phone number of a custodian who 17 will maintain the books and records of the provider containing 18 information about preneed contracts in which the licensee is or was 19 formerly designated as provider;
- 20 (5) A final annual report containing the information required by 21 section 436.460;
- 22 (6) The date the provider intends to sell or otherwise dispose of 23 its business assets or stock, or cease doing business; and
- 24 (7) Any other information required by any other applicable 25 statute or regulation enacted pursuant to state or federal law.
- 3. Within three days after the provider sells or disposes of its assets or stock or ceases doing business, the former provider shall notify each seller in writing that the former provider has sold or disposed of its assets or stock or has ceased doing business.
  - 436.500. 1. A seller that intends to sell or otherwise dispose of all or a majority of its business assets or its stock shall notify the board at least sixty days prior to selling or otherwise disposing of its assets or stock, or ceasing to do business as a seller, and shall file a notification report on a form established by the board.
    - 2. The report required by this section shall include:
- 7 (1) A notarized and signed statement from the person assuming
  8 or agreeing to assume the obligations of the seller indicating that the
  9 assuming seller has been provided with a copy of the seller's final
  10 annual report and has consented to assuming the outstanding
  11 obligations of the seller;
- 12 (2) In lieu of the notarized statement required by subdivision (1) 13 of this subsection, the seller may file a plan detailing how the assets of 14 the seller will be set aside and used to service all outstanding preneed 15 contracts sold by the seller; and
- 16 (3) Any other information required by any other applicable 17 statute or regulation enacted pursuant to state or federal law.

- 3. Within thirty days after assuming the obligations of a seller under this section, the assuming seller shall:
- 20 (1) Notify each provider in writing that the former seller has 21 sold or disposed of its assets or stock or has ceased doing business; and
- 22 (2) Provide written notification to the purchasers of each 23 preneed contract assumed by the seller indicating that the former 24 seller has transferred ownership or has ceased doing business.
- 4. Nothing in this section shall be construed to require the board to audit, inspect, investigate, examine, or edit the books and records of a seller subject to the provisions of this section nor shall this section be construed to amend, rescind, or supersede any duty imposed on, or due diligence required of, an entity assuming the obligations of the seller.
- 5. The office of the attorney general shall have the authority to initiate legal action to compel or otherwise ensure compliance with this section by a former provider licensee.
- 436.505. A preneed contract may offer the purchaser the option to acquire and maintain credit life insurance on the life of the purchaser. Such insurance shall provide for the payment of death benefits to the seller in an amount equal to the total of all contract payments unpaid as of the date of such purchaser's death, and shall be used solely to make those unpaid payments. Any such credit life insurance shall be provided by a duly authorized insurance company and the preneed contract shall clearly identify the name of the insurer and the amount of payment allocated to the premium payment for the credit life. No seller or provider may provide any form of self insured credit life.
  - 436.510. If a seller shall fail to make timely payment of an amount due a purchaser or a provider under the provisions of sections 436.400 to 436.520, the purchaser or provider, as appropriate, shall have the right, in addition to other rights and remedies against such seller, to make demand upon the trustee of the preneed trust for the contract to distribute to the purchaser or provider from the trust, as damages, an amount equal to all deposits made into the trust for the contract.
  - 436.520. 1. The board shall promulgate and enforce rules for administration and enforcement of sections 436.400 to 436.520 including the establishment of the amount of any fees authorized thereunder for

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- the transaction of its business and for standards of service and practice to be followed for the licensing and registration of providers, sellers, and preneed agents deemed necessary for the public good and consistent with the laws of this state. Such fees shall be set at a level to produce revenue which does not substantially exceed the cost and expense of administering this chapter.
- 10 2. Any rule or portion of a rule, as that term is defined in section 536.010, RSMo, that is created under the authority delegated in this 11 section shall become effective only if it complies with and is subject to 12all of the provisions of chapter 536, RSMo, and, if applicable, section 13 536.028, RSMo. This section and chapter 536, RSMo, are nonseverable 14and if any of the powers vested with the general assembly under 15chapter 536, RSMo, to review, to delay the effective date, or to 16 17disapprove and annul a rule are subsequently held unconstitutional, then the grant of rulemaking authority and any rule proposed or 18 19 adopted after August 28, 2009, shall be invalid and void.

Section 1. The board shall maintain as a closed and confidential record, not subject to discovery unless the person provides written consent for disclosure, all personal information about any individual preneed purchaser or beneficiary, including but not limited to name, address, Social Security number, financial institution account numbers, and any health information disclosed in the preneed contract or any document prepared in conjunction with the preneed contract; provided, however, that the board may disclose such confidential information without the consent of the person involved in the course of voluntary interstate exchange of information; or in the course of any litigation 10 concerning that person or the provider, seller, or sales agent involved with the preneed contract; or pursuant to a lawful request or to other 13 administrative or law enforcement agencies acting within the scope of their statutory authority. In any such litigation, the board and its 14attorneys shall take reasonable precautions to ensure the protection of 15such information from disclosure to the public. 16

[333.121. 1. The board may refuse to issue any certificate of registration or authority, permit or license required pursuant to this chapter for one or any combination of causes stated in subsection 2 of this section. The board shall notify the applicant in writing of the reasons for the refusal and shall advise the

applicant of his right to file a complaint with the administrative hearing commission as provided by chapter 621, RSMo.

- 2. The board may cause a complaint to be filed with the administrative hearing commission as provided by chapter 621, RSMo, against any holder of any certificate of registration or authority, permit or license required by this chapter or any person who has failed to renew or has surrendered his certificate of registration or authority, permit or license for any one or any combination of the following causes:
- (1) Use of any controlled substance, as defined in chapter 195, RSMo, or alcoholic beverage to an extent that such use impairs a person's ability to perform the work of any profession licensed or regulated by this chapter;
- (2) The person has been finally adjudicated and found guilty, or entered a plea of guilty or nolo contendere, in a criminal prosecution under the laws of any state or of the United States, for any offense reasonably related to the qualifications, functions or duties of any profession licensed or regulated under this chapter, for any offense an essential element of which is fraud, dishonesty or an act of violence, or for any offense involving moral turpitude, whether or not sentence is imposed;
- (3) Use of fraud, deception, misrepresentation or bribery in securing any certificate of registration or authority, permit or license issued pursuant to this chapter or in obtaining permission to take any examination given or required pursuant to this chapter;
- (4) Obtaining or attempting to obtain any fee, charge, tuition or other compensation by fraud, deception or misrepresentation;
- (5) Incompetency, misconduct, gross negligence, fraud, misrepresentation or dishonesty in the performance of the functions or duties of any profession licensed or regulated by this chapter;
- (6) Violation of, or assisting or enabling any person to violate, any provision of this chapter, or of any lawful rule or regulation adopted pursuant to this chapter;
  - (7) Impersonation of any person holding a certificate of

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42	registration or authority, permit or license or allowing any person
43	to use his or her certificate of registration or authority, permit
44	license or diploma from any school;
45	(8) Disciplinary action against the holder of a license or
46	other right to practice any profession regulated by this chapter
47	granted by another state, territory, federal agency or country upon
48	grounds for which revocation or suspension is authorized in this
49	state;
50	(9) A person is finally adjudged insane or incompetent by
51	a court of competent jurisdiction;
52	(10) Assisting or enabling any person to practice or offer to
53	practice any profession licensed or regulated by this chapter who
54	is not registered and currently eligible to practice under this
55	chapter;
56	(11) Issuance of a certificate of registration or authority
57	permit or license based upon a material mistake of fact;
58	(12) Failure to display a valid certificate or license if so
59	required by this chapter or any rule promulgated hereunder;
60	(13) Violation of any professional trust or confidence;
61	(14) Use of any advertisement or solicitation which is false
62	misleading or deceptive to the general public or persons to whom
63	the advertisement or solicitation is primarily directed;
64	(15) Violation of any of the provisions of chapter 193, RSMo
65	chapter 194, RSMo, or chapter 436, RSMo;
66	(16) Presigning a death certificate or signing a death
67	certificate on a body not embalmed by, or under the personal
68	supervision of, the licensee;
69	(17) Obtaining possession of or embalming a dead human
70	body without express authority to do so from the person entitled to
71	the custody or control of the body;
72	(18) Failure to execute and sign the death certificate on a
73	body embalmed by, or under the personal supervision of, a licensee
74	(19) Failure or refusal to properly guard against contagious

(20) Willfully and through undue influence selling a funeral;

infectious or communicable diseases or the spread thereof;

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- (21) Refusing to surrender a dead human body upon request by the next of kin, legal representative or other person entitled to the custody and control of the body.
- 3. After the filing of such complaint, the proceedings shall be conducted in accordance with the provisions of chapter 621, RSMo. Upon a finding by the administrative hearing commission that the grounds, provided in subsection 2, for disciplinary action are met, the board may, singly or in combination, censure or place the person named in the complaint on probation on such terms and conditions as the board deems appropriate for a period not to exceed five years, or may suspend, for a period not to exceed three years, or revoke the license, certificate, or permit.]
- [333.241. 1. Upon application by the board, and the necessary burden having been met, a court of general jurisdiction may grant an injunction, restraining order or other order as may be appropriate to enjoin a person from:
- (1) Offering to engage or engaging in the performance of any acts or practices for which a certificate of registration or authority, permit or license is required upon a showing that such acts or practices were performed or offered to be performed without a certificate of registration or authority, permit or license; or
- (2) Engaging in any practice or business authorized by a certificate of registration or authority, permit or license issued pursuant to this chapter upon a showing that the holder presents a substantial probability of serious danger to the health, safety or welfare of any resident of this state or client or patient of the licensee.
- 2. Any such action shall be commenced either in the county in which such conduct occurred or in the county in which the defendant resides.
- 3. Any action brought under this section shall be in addition to and not in lieu of any penalty provided by this chapter and may be brought concurrently with other actions to enforce this chapter.]

[436.005. As used in sections 436.005 to 436.071, unless the context otherwise requires, the following terms shall mean:

- (1) "Beneficiary", the individual who is to be the subject of the disposition and who will receive funeral services, facilities or merchandise described in a preneed contract;
  - (2) "Division", the division of professional registration;
  - (3) "Funeral merchandise", caskets, grave vaults, or receptacles, and other personal property incidental to a funeral or burial service, and such term shall also include grave lots, grave space, grave markers, monuments, tombstones, crypts, niches or mausoleums if, but only if, such items are sold:
  - (a) By a companion agreement which is sold in contemplation of trade or barter for grave vaults or funeral or burial services and funeral merchandise; or
  - (b) At prices, in excess of prevailing market prices, intended to be offset by reductions in the costs of funeral or burial services or facilities which are not immediately required;
  - (4) "Person", any individual, partnership, corporation, cooperative, association, or other entity;
  - (5) "Preneed contract", any contract or other arrangement which requires the current payment of money or other property in consideration for the final disposition of a dead human body, or for funeral or burial services or facilities, or for funeral merchandise, where such disposition, services, facilities or merchandise are not immediately required, including, but not limited to, an agreement providing for a membership fee or any other fee having as its purpose the furnishing of burial or funeral services or merchandise at a discount, except for contracts of insurance, including payment of proceeds from contracts of insurance, unless the preneed seller or provider is named as the owner or beneficiary in the contract of insurance;
  - (6) "Preneed trust", a trust established by a seller, as grantor, to receive deposits of, administer, and disburse payments received under preneed contracts by such seller, together with income thereon;
  - (7) "Provider", the person obligated to provide the disposition and funeral services, facilities, or merchandise described in a preneed contract;

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39	(8) "Purchaser", the person who is obligated to make
40	payments under a preneed contract;
41	(9) "Seller", the person who sells a preneed contract to a
42	purchaser and who is obligated to collect and administer all
43	payments made under such preneed contract;
44	(10) "State board", the Missouri state board of embalmers
45	and funeral directors;
46	(11) "Trustee", the trustee of a preneed trust, including
47	successor trustees.]
	[436.007. 1. Each preneed contract made after August 13,
2	1982, shall be void and unenforceable unless:
3	(1) It is in writing;
4	(2) It is executed by a seller who is in compliance with the
5	provisions of section 436.021;
6	(3) It identifies the contract beneficiary and sets out in
7	detail the final disposition of the dead body and funeral services,
8	facilities, and merchandise to be provided;
9	(4) It identifies the preneed trust into which contract
10	payments shall be deposited, including the name and address of the
11	trustee thereof;
12	(5) The terms of such trust and related agreements among
13	two or more of the contract seller, the contract provider, and the
14	trustee of such trust are in compliance with the provisions of
15	sections 436.005 to 436.071;
16	(6) It contains the name and address of the seller and the
17	provider.
18	2. If a preneed contract does not comply with the provisions
19	of sections 436.005 to 436.071, all payments made under such
20	contract shall be recoverable by the purchaser, his heirs, or legal
21	representative, from the contract seller or other payee thereof,
22	together with interest at the rate of ten percent per annum and all
23	reasonable costs of collection, including attorneys' fees.
24	3. Each preneed contract made before August 13, 1982, and
25	all payments and disbursements under such contract shall continue

to be governed by sections 436.010 to 436.080, as those sections existed at the time the contract was made; but, the provisions of

subsection 2 of section 436.035 may be applied to all preneed contracts which are executory on August 13, 1982.

- 4. Subject to the provisions of subdivision (5) of section 436.005, the provisions of sections 436.005 to 436.071 shall apply to the assignment of proceeds of any contract of insurance for the purpose of funding a preneed contract or written in conjunction with a preneed contract. Laws regulating insurance shall not apply to preneed contracts, but shall apply to any insurance sold with a preneed contract.
- 5. No preneed contract shall become effective unless and until the purchaser thereof has placed his signature in a space provided on such contract, or application therefor, and the purchaser has received a copy of such contract signed by the seller.
- 6. The seller and the provider of a preneed contract may be the same person.]

[436.011. 1. Any seller who designates a person as a provider in a preneed contract without a contractual relationship with such person is in violation of the provisions of sections 436.005 to 436.071.

- 2. Any person who knowingly permits a seller to sell a preneed contract designating him as the provider or as one of two or more providers who will furnish the funeral merchandise and services described in the preneed contract shall provide the funeral merchandise and services described in the preneed contract for the beneficiary. Failure of any such person to do so shall be a violation of the provisions of sections 436.005 to 436.071 and shall be cause for suspension or revocation of that person's license under the provisions of section 333.061, RSMo.
- 3. If a provider has knowledge that a seller is designating him as the provider of funeral merchandise and services under any preneed contract and fails within thirty days after first obtaining such knowledge to take action to prevent the seller from so designating him as the provider, the provider shall be deemed to have consented to such designation.]

[436.015. 1. No person shall perform or agree to perform the obligations of, or be designated as, the provider under a

preneed contract unless, at the time of such performance, agreement or designation:

- (1) Such person is licensed by the state board as a funeral establishment pursuant to the provisions of section 333.061, RSMo, but such person need not be licensed as a funeral establishment if he is the owner of real estate situated in Missouri which has been formally dedicated for the burial of dead human bodies and the contract only provides for the delivery of one or more grave vaults at a future time and is in compliance with the provisions of chapter 214, RSMo; and
- (2) Such person is registered with the state board and files with the state board a written consent authorizing the state board to order an examination and if necessary an audit by the staff of the division of professional registration who are not connected with the board of its books and records which contain information concerning preneed contracts sold for, in behalf of, or in which he is named as provider of the described funeral merchandise or services.
  - 2. Each provider under one or more preneed contracts shall:
- (1) Furnish the state board in writing with the name and address of each seller authorized by the provider to sell preneed contracts in which the provider is named as such within fifteen days after the provider signs a written agreement or authorization permitting the seller to sell preneed contracts designating or obligating the provider as the "provider" under the contract. This notification requirement shall include a provider who, itself, acts as seller;
- (2) File annually with the state board a report which shall contain:
- (a) The business name or names of the provider and all addresses from which it engages in the practice of its business;
- (b) The name and address of each seller with whom it has entered into a written agreement since last filing a report;
- (c) The name and address of the custodian of its books and records containing information about preneed contract sales and services;

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- (3) Cooperate with the state board, the office of the attorney general of Missouri, and the division in any investigation, examination or audit brought under the provisions of sections 436.005 to 436.071;
- (4) At least thirty days prior to selling or otherwise disposing of its business assets, or its stock if a corporation, or ceasing to do business, give written notification to the state board and to all sellers with whom it has one or more preneed contracts of its intent to engage in such sale or to cease doing business. In the case of a sale of assets or stock, the written notice shall also contain the name and address of the purchaser. Upon receipt of such written notification, the state board may take reasonable and necessary action to determine that any preneed contracts which the provider is obligated to service will be satisfied at the time of need. The state board may waive the requirements of this subsection, or may shorten the period of notification whenever in its discretion it determines that compliance with its provisions are not necessary. Failure of the state board to take action regarding such sale or termination of business within thirty days shall constitute such a waiver.
- 3. It is a violation of the provisions of sections 436.005 to 436.071 and subdivision (3) of section 333.121, RSMo, for any person to sell, transfer or otherwise dispose of the assets of a provider without first complying with the provisions of subdivision (4) of subsection 2 of this section. This violation shall be in addition to the provisions of section 436.061.
- 4. If any licensed embalmer, funeral director or licensed funeral establishment shall knowingly allow such licensee's name to be designated as the provider under, or used in conjunction with the sale of, any preneed contract, such licensee shall be liable for the provider's obligations under such contract.
- 5. With respect to a provider or seller licensed under the provisions of chapter 333, RSMo, any violation of the provisions of sections 436.005 to 436.071 shall constitute a violation of subdivision (3) of section 333.121, RSMo.]

[436.021. 1. No person, including without limitation a

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- HCS SS SCS SB 1 45 2 person who is a provider under one or more preneed contracts, 3 shall sell, perform or agree to perform the seller's obligations under, or be designated as the seller of, any preneed contract 4 5 unless, at the time of that sale, performance, agreement, or 6 designation, that person shall: 7 (1) Be an individual resident of Missouri or a business 8 entity duly authorized to transact business in Missouri; (2) Have established, as grantor, a preneed trust or trusts 9 10 with terms consistent with sections 436.005 to 436.071; (3) Have registered with the state board. 11 12 2. Each seller under one or more preneed contracts shall: 13 (1) Maintain adequate records of all such contracts and 14 related agreements with providers and the trustee of preneed trusts regarding such contracts, including copies of all such 15 16 agreements;
  - (2) Notify the state board in writing of the name and
  - address of each provider who has authorized the seller to sell one or more preneed contracts under which the provider is designated or obligated as the contract's "provider";
  - (3) File annually with the state board a signed and notarized report on forms provided by the state board. Such a report shall only contain:
  - (a) The date the report is submitted and the date of the last report;
  - (b) The name and address of each provider with whom it is under contract;
  - (c) The total number of preneed contracts sold in Missouri since the filing of the last report;
  - (d) The total face value of all preneed contracts sold in Missouri since the filing of the last report;
  - (e) The name and address of the financial institution in Missouri in which it maintains the trust accounts required under the provisions of sections 436.005 to 436.071 and the account numbers of such trust accounts;
  - (f) A consent authorizing the state board to order an examination and if necessary an audit by staff of the division of

professional registration who are not connected with the board of the trust account, designated by depository and account number. The staff of the division of professional registration in conducting the audit shall not release a detailed accounting of the trust account to the board unless there exist circumstances indicating that the account does not comply with the requirements of sections 436.005 to 436.071, but shall provide the board with a summary of the examination or audit showing general compliance with the provisions of sections 436.005 to 436.071;

- (4) File with the state board a consent authorizing the state board to order an examination and if necessary an audit by staff of the division of professional registration who are not connected with the board of its books and records relating to the sale of preneed contracts and the name and address of the person designated by the seller as custodian of these books and records. The staff of the division of professional registration in conducting the audit shall not release a detailed accounting of the trust account to the board unless there exist circumstances indicating that the account does not comply with the requirements of sections 436.005 to 436.071, but shall provide the board with a summary of the examination or audit showing general compliance with the provisions of sections 436.005 to 436.071;
- (5) Cooperate with the state board, the office of the attorney general, and the division in any investigation, examination or audit brought under the provisions of sections 436.005 to 436.071.
- 3. Prior to selling or otherwise disposing of a majority of its business assets, or a majority of its stock if a corporation, or ceasing to do business as a seller, the seller shall provide written notification to the state board of its intent to engage in such sale at least sixty days prior to the date set for the closing of the sale, or of its intent to cease doing business at least sixty days prior to the date set for termination of its business. The written notice shall be sent, at the same time as it is provided to the state board, to all providers who are then obligated to provide funeral services or merchandise under preneed contracts sold by the seller. Upon receipt of the written notification, the state board may take

reasonable and necessary action to determine that the seller has made proper plans to assure that the trust assets of the seller will be set aside and used to service outstanding preneed contracts sold by the seller. The state board may waive the requirements of this subsection or may shorten the period of notification whenever in its discretion it determines that compliance with its provisions are not necessary. Failure of the state board to take action regarding such sale or termination of business within sixty days shall constitute such a waiver.

4. It is a violation of the provisions of sections 436.005 to 436.071 for any person to sell, transfer or otherwise dispose of the assets of a seller without first complying with the provisions of subsection 3 of this section.]

[436.027. The seller may retain as his own money, for the purpose of covering his selling expenses, servicing costs, and general overhead, the initial funds so collected or paid until he has received for his use and benefit an amount not to exceed twenty percent of the total amount agreed to be paid by the purchaser of such prepaid funeral benefits as such total amount is reflected in the contract.]

[436.031. 1. The trustee of a preneed trust shall be a state or federally chartered financial institution authorized to exercise trust powers in Missouri. The trustee shall accept all deposits made to it by the seller of a preneed contract and shall hold, administer, and distribute such deposits, in trust, as trust principal, pursuant to the provisions of sections 436.005 to 436.071. Payments regarding two or more preneed contracts may be deposited into and commingled in the same preneed trust, so long as the trust's grantor is the seller of all such preneed contracts and the trustee maintains adequate records of all payments received.

2. All property held in a preneed trust, including principal and undistributed income, shall be invested and reinvested by the trustee thereof. The trustee shall exercise such judgment and care under circumstances then prevailing which men of ordinary prudence, discretion, and intelligence exercise in the management

of their own affairs, not in regard to speculation but in regard to the permanent disposition of their funds, considering the probable income therefrom as well as the probable safety of their capital. A preneed trust agreement may provide that when the principal and interest in a preneed trust exceeds two hundred fifty thousand dollars, investment decisions regarding the principal and undistributed income may be made by a federally registered or Missouri-registered independent qualified investment advisor designated by the seller who established the trust; provided, that title to all investment assets shall remain with the trustee and be kept by the trustee to be liquidated upon request of the advisor of the seller. In no case shall control of said assets be divested from the trustee nor shall said assets be placed in any investment which would be beyond the authority of a reasonably prudent trustee to invest in. The trustee shall be relieved of all liability regarding investment decisions made by such qualified investment advisor.

- 3. The seller of a preneed contract shall be entitled to all income, including, without limitation, interest, dividends, and capital gains, and losses generated by the investment of preneed trust property regarding such contract, and the trustee of the trust may distribute all income, net of losses, to the seller at least annually; but no such income distribution shall be made to the seller if, and to the extent that, the distribution would reduce the aggregate market value on the distribution date of all property held in the preneed trust, including principal and undistributed income, below the sum of all deposits made to such trust pursuant to subsection 1 of this section for all preneed contracts then administered through such trust.
- 4. All expenses of establishing and administering a preneed trust, including, without limitation, trustee's fees, legal and accounting fees, investment expenses, and taxes, shall be paid or reimbursed directly by the seller of the preneed contracts administered through such trust and shall not be paid from the principal of a preneed trust.
- 5. The trustee of a preneed trust shall maintain adequate books of account of all transactions administered through the trust

and pertaining to the trust generally. The trustee shall assist seller who established the trust or its successor in interest in the preparation of the annual report described in subdivision (3) of subsection 2 of section 436.021. The seller shall furnish to each contract purchaser, within fifteen days after receipt of the purchaser's written request, a written statement of all deposits made to such trust regarding such purchaser's contract.

- 6. The trustee of a preneed trust shall, from time to time, distribute trust principal as provided by sections 436.005 to 436.071.
- 7. A preneed trust shall terminate when trust principal no longer includes any payments made under any preneed contract, and upon such termination the trustee shall distribute all trust property, including principal and undistributed income, to the seller which established the trust.]

[436.035. 1. At any time before the final disposition of the dead body, or before funeral services, facilities, or merchandise described in a preneed contract are provided by the provider designated in the preneed contract, the purchaser may cancel the contract without cause by delivering written notice thereof to the seller and the provider. Within fifteen days after its receipt of such notice, the seller shall pay to the purchaser a net amount equal to all payments made into trust under the contract. Upon delivery of the purchaser's receipt for such payment to the trustee, the trustee shall distribute to the seller from the trust an amount equal to all deposits made into the trust for the contract.

2. Notwithstanding the provisions of subsection 1 of this section, if a purchaser is eligible, becomes eligible, or desires to become eligible, to receive public assistance under chapter 208, RSMo, or any other applicable state or federal law, the purchaser may irrevocably waive and renounce his right to cancel the contract pursuant to the provisions of subsection 1 of this section, which waiver and renunciation shall be made in writing and delivered to the contract seller; but the purchaser may designate and redesignate the provider in the irrevocable agreement or plan where applicable by the terms of the contract.

 3. Notwithstanding the provisions of subsection 1 of this section, any purchaser, within thirty days of receipt of the executed contract, may cancel the contract without cause by delivering written notice thereof to the seller and the provider, and receive a full refund of all payments made on the contract. Notice of this provision and the appropriate addresses for notice of cancellation shall be so designated on the face of the contract.]

[436.038. If the death of the beneficiary occurs outside the general area served by the provider designated in a preneed contract, then the seller shall either provide for the furnishing of comparable funeral services and merchandise by a licensed mortuary selected by the next of kin of the purchaser or, at the seller's option, shall pay over to the purchaser in fulfillment of all obligations under the contract, an amount equal to all sums actually paid in cash by the purchaser under the preneed contract together with interest to be provided for in the contract. Upon seller's full performance under the provisions of this section, the trustee of the preneed trust for the contract shall distribute to the seller from the trust an amount equal to all deposits made into the trust for the contract.]

[436.041. If the payments payable under a preneed contract shall be more than three months in arrears, the seller may cancel the contract by delivering written notice thereof to the purchaser and the provider, and by making payment to the purchaser of a net amount equal to all payments made into trust under the contract. Upon delivery of the purchaser's receipt of such payment to the trustee, the trustee shall distribute to the seller from the trust an amount equal to all deposits made into the trust for the contract.]

[436.045. Within thirty days after a provider and a witness shall certify in writing to the seller that the provider has provided the final disposition of the dead body, and funeral services, facilities, and merchandise described in the contract, or has provided alternative funeral benefits for the beneficiary pursuant to special arrangements made with the purchaser, the seller shall pay to the provider a net amount equal to all payments required to

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be made pursuant to the written agreement between the seller and the provider or all payments made under the contract. Upon delivery to the trustee of the provider's receipt for such payment, the trustee shall distribute to the seller from the trust an amount equal to all deposits made into the trust for the contract.]

[436.048. If a seller shall fail to make timely payment of an amount due a purchaser or a provider pursuant to the provisions of sections 436.005 to 436.071, the purchaser or provider, as appropriate, shall have the right, in addition to other rights and remedies against such seller, to make demand upon the trustee of the preneed trust for the contract to distribute to the purchaser or provider from the trust, as damages for its breach, an amount equal to all deposits made into the trust for the contract.]

[436.051. Upon the death or legal incapacity of a purchaser, all rights and remedies granted to the purchaser pursuant to the provisions of sections 436.005 to 436.071 shall be enforceable by and accrue to the benefit of the purchaser's legal representative or his successor designated in such contract, and all payments otherwise payable to the purchaser shall be paid to that person.]

[436.053. 1. Notwithstanding the provisions of sections 436.021 to 436.048, the provider and the purchaser may agree that all funds paid the provider by the purchaser shall be deposited with financial institutions chartered and regulated by the federal or state government authorized to do business in Missouri in an account in the joint names and under the joint control of the provider and purchaser. If the purchaser has irrevocably waived and renounced his right to cancel the agreement between the provider and the purchaser pursuant to subdivision (5) of this subsection, such agreement may provide that all funds held in the account at the beneficiary's death shall be applied toward the purchase of funeral or burial services or facilities, or funeral merchandise, selected by the purchaser or the responsible party after the beneficiary's death, in lieu of the detailed identification of such items required by subdivision (3) of subsection 1 of section 436.007. The agreement between the provider and purchaser shall

17 provide that:

- (1) The total consideration to be paid by the purchaser under the contract shall be made in one or more payments into the joint account at the time the agreement is executed or, thereafter within five days of receipt, respectively;
- (2) The financial institution shall hold, invest, and reinvest the deposited funds in savings accounts, certificates of deposit or other accounts offered to depositors by the financial institutions, as the agreement shall provide;
- (3) The income generated by the deposited funds shall be used to pay the reasonable expenses of administering the agreement, and the balance of the income shall be distributed or reinvested as provided in the agreement;
- (4) At any time before the final disposition, or before funeral services, facilities, and merchandise described in a preneed contract are furnished, the purchaser may cancel the contract without cause by delivering written notice thereof to the provider and the financial institution, and within fifteen days after its receipt of the notice, the financial institution shall distribute the deposited funds to the purchaser;
- (5) Notwithstanding the provisions of subdivision (4) of this subsection, if a purchaser is eligible, becomes eligible, or desires to become eligible to receive public assistance under chapter 208, RSMo, or any other applicable state or federal law, the purchaser may irrevocably waive and renounce his right to cancel such agreement. The waiver and renunciation must be in writing and must be delivered to the provider and the financial institution;
- (6) If the death of the beneficiary occurs outside the general area served by the provider, then the provider shall either provide for the furnishing of comparable funeral services and merchandise by a licensed mortuary selected by the purchaser or, at the provider's option, shall pay over to the purchaser in fulfillment of the obligation of the preneed contract, an amount equal to the sums actually paid in cash by such purchaser under such preneed contract together with interest to be provided for in the contract, in which event the financial institution shall distribute the

 deposited funds to the provider;

- (7) Within fifteen days after a provider and a witness certifies in writing to the financial institution that he has furnished the final disposition, or funeral services, facilities, and merchandise described in a contract, or has provided alternative funeral benefits for the beneficiary pursuant to special arrangements made with the purchaser, if the certification has been approved by the purchaser, then the financial institution shall distribute the deposited funds to the provider.
- 2. There shall be a separate joint account as described in subsection 1 of this section for each prened contract sold or arranged under this section.
- 3. If the total face value of the contracts sold by a provider operating solely under the provisions of this section does not exceed thirty-five thousand dollars in any one fiscal year, such a provider shall not be required to pay the annual reporting fee for such year required under subsection 1 of section 436.069.]

[436.055. 1. All complaints received by the state board which allege a registrant's noncompliance with the provisions of sections 436.005 to 436.071 shall be forwarded to the division of professional registration for investigation, except minor complaints which the state board can mediate or otherwise dispose of by contacting the parties involved. A copy of each such complaint shall be forwarded to the subject registrant, except that each complaint in which the complainant alleges under oath that a registrant has misappropriated preneed contract payments may be forwarded to the division of professional registration without notice to the subject registrant.

2. The division shall investigate each complaint forwarded from the state board using staff who are not connected with the state board and shall forward the results of such investigation to the subject registrant and to the attorney general for evaluation. If the attorney general, after independent inquiry using staff of the attorney general's office who have not represented the board, determines that there is no probable cause to conclude that the registrant has violated sections 436.005 to 436.071, the registrant

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and the state board shall be so notified and the complaint shall be dismissed; but, if the attorney general determines that there is such probable cause the registrant shall be so notified and the results of such evaluation shall be transmitted to the state board for further action as provided in sections 436.061 and 436.063.

[436.061. 1. Each person who shall knowingly and willfully violate any provision of sections 436.005 to 436.071, and any officer, director, partner, agent, or employee of such person involved in such violation is guilty of a class D felony. Each violation of any provision of sections 436.005 to 436.071 constitutes a separate offense and may be prosecuted individually.

2. Any violation of the provisions of sections 436.005 to 436.071 shall constitute a violation of the provisions of section 407.020, RSMo. In any proceeding brought by the attorney general for a violation of the provisions of sections 436.005 to 436.071, the court may, in addition to imposing the penalties provided for in sections 436.005 to 436.071, order the revocation or suspension of the registration of a defendant seller.]

[436.063. Whenever the state board determines that a registered seller or provider has violated or is about to violate any provision of sections 436.005 to 436.071 following a meeting at which the registrant is given a reasonable opportunity to respond to charges of violations or prospective violations, it may request the attorney general to apply for the revocation or suspension of the seller's or provider's registration or the imposition of probation upon terms and conditions deemed appropriate by the state board in accordance with the procedure set forth in sections 621.100 to 621.205, RSMo. Use of the procedures set out in this section shall not preclude the application of the provisions of subsection 2 of section 436.061.]

[436.065. A preneed contract may offer the purchaser the option to acquire and maintain credit life insurance on the life of the purchaser. Such insurance shall provide for the payment of death benefits to the seller in an amount equal to the total of all contract payments unpaid as of the date of such purchaser's death, and shall be used solely to make those unpaid payments.]

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[436.067. No information given to the board, the division or the attorney general pursuant to the provisions of sections 436.005 to 436.071 shall, unless ordered by a court for good cause shown, be produced for inspection or copying by, nor shall the contents thereof be disclosed to, any person other than the seller, or the provider who is the subject thereof, the authorized employee of the board, the attorney general or the division, without the consent of the person who produced such material. However, under such reasonable conditions and terms as the board, the division or the attorney general shall prescribe, such material shall be available for inspection and copying by the person who produced such material or any duly authorized representative of such person. The state board, the division or the attorney general, or his duly authorized assistant, may use such documentary material or copies thereof in the enforcement of the provisions of sections 436.005 to 436.071 by presentation before any court or the administrative hearing commission, but any such material which contains trade secrets shall not be presented except with the approval of the court, or the administrative hearing commission, in which the action is pending after adequate notice to the person furnishing such material. No documentary material provided the board, the division or the attorney general pursuant to the provisions of sections 436.005 to 436.071 shall be disclosed to any person for use in any criminal proceeding.]

[436.069. 1. After July 16, 1985, each seller shall remit an annual reporting fee in an amount of two dollars for each preneed contract sold in the year since the date the seller filed its last annual report with the state board. This reporting fee shall be paid annually and may be collected from the purchaser of the preneed contract as an additional charge or remitted to the state board from the funds of the seller.

- 2. After July 16, 1985, each provider shall remit an annual reporting fee of thirty dollars.
- 3. The reporting fee authorized by subsections 1 and 2 of this section are in addition to the fees authorized by section 436.071.]

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[436.071. Each application for registration under the provisions of section 436.015 or 436.021 shall be accompanied by a preneed registration fee as determined by the board pursuant to the provisions of section 333.111, subsection 2.]

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